



## *SUCCESS STORY*

### *PHILADELPHIA DISTRICT OFFICE*

U. S. SMALL BUSINESS ADMINISTRATION

---

**Contact:** Joseph McDevitt (215)580-2706

**Internet Address:** [www.sba.gov/pa/phil](http://www.sba.gov/pa/phil)

## **Reading firm proves that smaller is better**

**Reading, PA** — In 2000 Gregg Shemanski and his partner Jeffrey Klinger established Custom Processing Service, Inc. (CPS), a micronizing process firm with three employees and their extensive industry experience.

CPS has now grown to 15 employees and recently added new computerized equipment. They operate out of a 36,000 square-foot facility in Exeter Township.

Micronizing is the process making materials smaller so they can be used in a new product. “Basically, we process customer’s materials and send it back to them in a usable form,” said Shemanski

The materials are eventually used in products such as paint, ink, and plastics. He estimates that 40 percent of the material ends up overseas.

Prior to establishing CPS, Shemanski, a Lehigh University Graduate, worked for Bradley Pulverizer Co., a pulverizing equipment manufacturer in Allentown. He started learning the micronizing process in 1986. Working for several companies he learned the grinding process.

In 1998 Shemanski and his partner, Jeffrey Klinger, a Millersville University graduate, incorporated CPS and began to establish their business. They secured state funding, a bank loan, and invested their own funds to open the business.

CPS has been successful by implemented the latest technology to provide services that their competitors can not. CPS can grind products down to small than a pinhole. They provide a valuable service to their customers who want to avoid the expense of adding their own micronizing equipment.

CPS’s customers include some of the largest manufacturers in the world, but Shemanski can not disclose who they are. He signs a confidentiality agreement to protect his customer’s chemical formulations.

Shemanski’s and Klinger’s biggest obstacles have been technology and financing. To keep up with the latest technology, they work with Netzsch, Inc., a German-based company that designs and manufactures grinding machinery. In 2003, CPS installed new equipment and now operates the largest air mill in the world.

To finance the new equipment as well as purchase a building, Shemanski and Klinger were able to obtain an SBA 504 loan, through the South Eastern Economic Development Company of PA (SEEDCO), and Leesport Bank. The SBA 504 loan program provides fixed rate low interest financing that would not normally be available to small businesses through a commercial bank.

CPS is relatively new to the industry, but they continue to grow. They plan on installing additional equipment and employees in 2004.

Each day brings new challenges and opportunities for Shemanski and Klinger. They remain committed to providing solutions to satisfy their customer’s processing needs.